

**AGRONACER FRUIT AND BERRIES SPR DE RL DE CV**

**ESTADOS DE RESULTADOS**

**DEL 1o. DE ENERO AL 31 DE DICIEMBRE DE 2019**

|                                        | ENE          | FEB          | MAR           | ABR           | MAY           | JUN           | JUL           | AGO           | SEP           | OCT           | NOV           | DIC             | ACUMUL.       | %       |
|----------------------------------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|---------|
| VENTAS NACIONALES AL 0%                | 189,968.00   | 77,309.50    | 797,289.59    | 632,349.82    | 509,505.42    | 255,940.23    | 171,486.00    | 279,617.45    | 69,616.35     | 0.00          | 404,387.13    | 0.00            | 3,387,469.49  | 4.97%   |
| VENTAS NACIONALES AL 16%               | 0.00         | 0.00         | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00            | -             | 0.00%   |
| VENTAS EXTERNAS                        | 0.00         | 0.00         | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00            | -             | 0.00%   |
| VENTAS DE EXPORTACION 0%               | 4,884,185.45 | 2,958,526.04 | 5,975,967.36  | 5,141,028.53  | 8,121,056.79  | 8,943,160.67  | 6,471,367.44  | 2,455,522.72  | 1,435,439.60  | 5,663,100.87  | 7,470,589.92  | 5,252,560.46    | 64,772,505.85 | 95.03%  |
| VENTAS TOTALES                         | 5,074,153.45 | 3,035,835.54 | 6,773,256.95  | 5,773,378.35  | 8,630,562.21  | 9,199,100.90  | 6,642,853.44  | 2,735,140.17  | 1,505,055.95  | 5,663,100.87  | 7,874,977.05  | 5,252,560.46    | 68,159,975.34 | 100.00% |
| DCOTOS, Y BONIF. S/VENTAS              | 0.00         | 11,612.80    | 0.00          | 0.00          | 0.00          | 0.00          | 442,459.76    | 0.00          | 450,974.71    | 0.00          | 0.00          | 0.00            | 905,047.27    | 1.33%   |
| VENTAS NETAS                           | 5,074,153.45 | 3,024,222.74 | 6,773,256.95  | 5,773,378.35  | 8,630,562.21  | 9,199,100.90  | 6,200,393.68  | 2,735,140.17  | 1,054,081.24  | 5,663,100.87  | 7,874,977.05  | 5,252,560.46    | 67,254,928.07 | 98.67%  |
| VENTAS NETAS ACUMULADAS                | 5,074,153.45 | 8,098,376.19 | 14,871,633.14 | 20,645,011.49 | 29,275,573.70 | 38,474,674.60 | 44,675,068.28 | 47,410,208.45 | 48,464,289.69 | 54,127,390.56 | 62,002,567.61 | 67,254,928.07   |               |         |
| DETERMINACION DEL COSTO DE VENTA       |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| INVENTARIO INICIAL                     | 2,172,539.71 | 2,752,689.75 | 3,849,897.68  | 2,750,510.95  | 4,493,843.71  | 5,941,593.82  | 4,207,433.01  | 4,103,039.37  | 3,398,757.59  | 3,753,190.04  | 3,140,564.01  | 2,993,835.06    | 2,172,539.71  |         |
| MAS:                                   |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| COMPRAS                                | 1,645,499.75 | 1,591,173.69 | 2,138,380.23  | 2,629,038.22  | 4,079,643.77  | 2,245,118.19  | 2,822,593.38  | 747,879.20    | 514,659.61    | 1,588,795.39  | 3,585,460.59  | 1,894,821.92    | 25,483,063.94 |         |
| MAS:                                   |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| GASTOS DE PRODUCCION                   | 1,776,348.87 | 1,020,872.44 | 846,832.68    | 2,252,844.22  | 2,010,532.05  | 1,335,873.50  | 832,221.02    | 911,692.89    | 1,096,310.84  | 1,819,647.73  | 1,438,269.96  | 9,266,417.07    | 24,107,863.27 |         |
| MEENOS:                                |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| DEVOLUCIONES SOBRE COMPRAS             | 0.00         | 0.00         | 0.00          | 0.00          | -             | 0.00          | -             | -             | -             | -             | -             | -               | -             | 0.00%   |
| DESCUENTOS Y BONIFICACIONES S/COMPRAS  | 2,921,848.62 | 2,612,046.13 | 2,985,212.91  | 4,881,882.44  | 6,090,175.82  | 3,580,991.69  | 3,654,814.40  | 1,659,572.09  | 1,610,970.45  | 3,408,443.12  | 5,023,730.55  | 11,161,238.99   | 49,590,927.21 |         |
| COMPRAS NETAS                          | 2,752,689.75 | 3,849,897.68 | 2,750,510.95  | 4,493,843.71  | 5,941,593.82  | 4,207,433.01  | 4,103,039.37  | 3,398,757.59  | 3,753,190.04  | 3,140,564.01  | 2,993,835.06  | 1,214,439.23    | 1,214,439.23  |         |
| INVENTARIO FINAL                       | 2,341,698.58 | 1,514,838.20 | 4,084,599.64  | 3,138,549.68  | 4,642,425.71  | 5,315,152.50  | 3,759,208.04  | 2,363,855.87  | 1,255,538.87  | 4,021,069.15  | 5,230,655.50  | 12,880,634.82   | 50,549,027.69 | 74.16%  |
| COSTO DE VENTAS ACUMULADO              | 2,341,698.58 | 3,856,536.78 | 7,941,136.42  | 11,079,686.10 | 15,722,111.81 | 21,037,264.31 | 24,796,472.55 | 27,160,326.22 | 28,416,864.22 | 32,437,933.37 | 37,668,392.87 | 50,549,027.69   |               |         |
| UTILIDAD BRUTA                         | 2,732,454.87 | 1,509,384.54 | 2,688,657.31  | 2,634,828.67  | 3,988,136.50  | 3,883,948.40  | 2,441,185.64  | 371,286.30    | (202,456.76)  | 1,642,031.72  | 2,644,517.55  | (7,628,074.36)  | 16,705,900.38 | 24.51%  |
| UTILIDAD BRUTA ACUMULADA               | 2,732,454.87 | 4,241,839.41 | 6,930,496.72  | 9,565,325.39  | 13,553,461.89 | 17,437,410.29 | 19,878,595.93 | 20,249,882.23 | 20,047,425.47 | 21,689,457.19 | 24,333,974.74 | 16,705,900.38   |               |         |
| GASTOS DE OPERACION                    |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| GASTOS DE VENTA                        | 185,614.15   | 163,704.78   | 279,797.51    | 351,367.34    | 468,024.66    | 274,776.70    | 195,343.09    | 231,515.36    | 260,553.86    | 535,432.21    | 492,505.46    | 2,758,520.86    | 6,197,155.98  | 9.09%   |
| GASTOS DE ADMINISTRACION               | 91,576.05    | 93,714.91    | 258,141.88    | 539,227.67    | 665,377.33    | 849,766.49    | 574,262.71    | 245,520.03    | 324,423.13    | 636,187.63    | 898,421.86    | 431,734.04      | 5,608,362.73  | 8.23%   |
| GASTOS DE PRODUCCION                   | 0.00         | 0.00         | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00            | -             | 0.00%   |
| GASTOS TOTALES DE OPERACION            | 277,190.20   | 257,419.69   | 537,939.39    | 890,595.01    | 1,133,401.99  | 1,124,543.19  | 769,605.80    | 477,044.39    | 584,976.99    | 1,171,619.84  | 1,390,927.32  | 3,190,254.90    | 11,805,518.71 | 17.32%  |
| GASTOS TOTALES DE OPERACION ACUMULADOS | 277,190.20   | 534,609.89   | 1,072,549.28  | 1,963,144.29  | 3,096,546.28  | 4,221,089.47  | 4,990,695.27  | 5,467,739.66  | 6,052,716.65  | 7,224,336.49  | 8,615,265.81  | 11,805,518.71   |               |         |
| UTILIDAD DE OPERACION                  | 2,455,264.67 | 1,251,964.85 | 2,150,717.92  | 1,744,233.66  | 2,854,734.51  | 2,759,405.21  | 1,671,579.84  | (105,758.09)  | (787,433.75)  | 470,411.88    | 1,253,590.23  | (10,818,329.26) | 4,500,381.67  | 7.19%   |
| UTILIDAD DE OPERACION ACUMULADA        | 2,455,264.67 | 3,707,229.52 | 5,857,947.44  | 7,602,181.10  | 10,456,915.61 | 13,216,320.82 | 14,887,900.66 | 14,782,142.57 | 13,994,708.82 | 14,465,120.70 | 15,718,710.93 | 4,900,381.67    |               |         |
| OTROS GASTOS Y PRODUCTOS               |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| PRODUCTOS FINANCIEROS                  | 7,536.88     | 71,534.01    | 103,739.92    | 27,535.99     | 157,722.13    | 92,204.87     | 32,996.03     | 444,715.71    | 36,567.92     | 17,641.64     | 270,671.35    | 16,009.76       | 1,278,876.21  | 1.88%   |
| OTROS INGRESOS                         | 2.60         | 10.61        | 4.16          | 19.09         | 3.10          | 2.73          | 3,402.37      | 0.57          | 18.10         | 2,096.78      | 6,781.12      | 453,528.71      | 465,869.94    | 0.68%   |
| GASTOS FINANCIEROS                     | 248,401.95   | 33,568.92    | 14,107.55     | 250,723.21    | 22,387.77     | 167,344.93    | 100,717.43    | 33,995.50     | 154,241.68    | 231,304.74    | 19,420.77     | 501,911.76      | 1,778,126.21  | 2.61%   |
| OTROS GASTOS                           | 0.00         | 0.00         | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00            | -             |         |
| RESULTADO DEL PERIODO ANTES DE IMPTOS  | 2,214,402.20 | 1,289,940.55 | 2,240,354.45  | 1,521,065.53  | 2,990,071.97  | 2,684,267.88  | 1,607,260.81  | 304,962.69    | (905,089.41)  | 258,845.56    | 1,511,621.93  | (10,850,702.55) | 4,867,001.61  | 7.14%   |
|                                        | 44%          | 43%          | 33%           | 26%           | 35%           | 29%           | 26%           | 11%           | -86%          | 5%            | 19%           | -207%           | 7%            |         |
| IMPUESTO SOBRE LA RENTA                |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| PTU                                    |              |              |               |               |               |               |               |               |               |               |               |                 |               |         |
| RESULTADO DEL PERIODO                  | 2,214,402.20 | 1,289,940.55 | 2,240,354.45  | 1,521,065.53  | 2,990,071.97  | 2,684,267.88  | 1,607,260.81  | 304,962.69    | (905,089.41)  | 258,845.56    | 1,511,621.93  | (14,350,154.55) | 1,367,549.61  | 2%      |
| RESULTADO ACUMULADO                    | 2,214,402.20 | 3,504,342.75 | 5,744,697.20  | 7,265,762.73  | 10,255,834.70 | 12,940,102.58 | 14,547,363.39 | 14,852,326.08 | 13,947,236.67 | 14,206,082.23 | 15,717,704.16 | 1,367,549.61    |               |         |